
From: Pandina, Gahan [JANUS]
Sent: Friday, November 09, 2001 3:56 PM
To: Gharabawi, Georges [JANUS]
Subject: FW: Growth Opportunity Exercise

Georges,

Would this be an appropriate forum to discuss the J&J center idea with Dr. Biederman? I can think of other potential opportunities in this area as well. We can discuss further.

Gahan

-----Original Message-----

From: Mahmoud, Ramy [JANUS]
Sent: Friday, November 09, 2001 8:21 AM
To: Amatniek, Joan; Berry, Sally; Danyluk, Alexander; Gharabawi, Georges; Grogg, Amy; Lasser, Robert; Lilienfeld, Sean; Markowitz, Michael; Morrison, Randy; Pandina, Gahan; Piasecki, Susan; Weaver, Lori
Cc: Caracci, Melanie [JANUS]; Donohue, Tara [JANUS]; Watson, Debi [JANUS]; Domann, David [JANUS]; Farup, Christina [JANUS]; Weaver, Lori [JANUS]
Subject: Growth Opportunity Exercise

Team:

Remember "money on the table"? Well, put aside that flavor and lets call this the "growth opportunity exercise"...please note the dates below. Lori, please put the 21st and 18th on my calendar.

Susan - please help coordinate a team response. I suggest we discuss this with everyone at an upcoming CNS core team meeting prior to ACNP (all ideas - Mike and Alex especially please note that this does not mean simply data generation!).

Rob - this may be a good opportunity to get extra funding for the titration study and/or an experience trial, but we have to put together a good case (with financials - will have to coordinate that with Melanie and Tara from finance and Debi from CONSTA marketing).

Amy - you were saying money is very tight and more could be done....now is the chance to make the case...

George, Sally, and Gahan - all ideas welcome, not just trials - - trial proposals would need to be focused on those which could produce external impact before the end of 2003, and we would have to have NPVs or other financial measures worked up with your respective marketing counterparts.

-Ramy

-----Original Message-----

From: Vergis, Janet [JANUS]
Sent: Friday, November 09, 2001 8:02 AM
To: Kalmeijer, Ronald [JANUS]; Glasspool, John [JANUS]
Cc: Donohue, Tara [JANUS]; Mahmoud, Ramy [JANUS]; Lilienfeld, Sean [JANUS]; Walsman, Mike [JANUS]; Bailey, Jeff [JANUS]; McCaffrey, Kathleen [JANUS]
Subject: FW: Meeting Dates

FYI - please note the following dates for presentations to Joe Scodari. Per our brief discussion last week, let's start thinking about ways to grow the business in 2002. While long term projects will be considered, the more revenue generated in 2002, the better. RIS and REM will continue to be top priorities, so let's have the teams approach this with much rigor. If additional monies are needed for clinical trial programs and/or more heads are needed in the field, this is our opportunity!

John/Ronald: please coordinate with each other and your teams and let's prepare to discuss early next month (before ACNP).

Kathy: please print and track.

Ronald/Ramy: Impt - the Quicksolv presentation should also include a launch update on Consta!!